



Cyber Security Technologies Call for Commercialization Plans

Commercialization Opportunity

Los Alamos National Laboratory (LANL) has developed two unique cyber security technologies based on Quantum Key Distribution (QKD) that can provide both Communications (COMSEC) and Transmission (TRANSEC) Security. While fully capable of operating independently, these technologies, entitled “*Quantum Enabled Security (QES)*” and “*Quantum Smart Card (QKarD)*”, can also operate as one complete system providing both encryption and authentication. QES provides the TRANSEC while QKarD provides the COMSEC.

LANL is currently seeking one or more partners to develop and commercialize either QES or QKarD or both proprietary systems. LANL is requesting that all potential licensees submit a Letter of Interest, to be received by LANL on or before **COB October 15th, 2010**.

The Letter of Interest is the first stage in a due diligence/selection process that will enable LANL to select the most qualified licensee(s) for the commercialization of these important technologies. Further information regarding the technologies and the commercialization process can be found within this document, as well as online at the following web sites:

- <http://www.lanl.gov/orgs/tt/pdf/techs/QES.pdf>
- <http://www.lanl.gov/orgs/tt/pdf/techs/QKarD.pdf>

LANL Mission

The Technology Transfer Division at Los Alamos National Laboratory is tasked with moving technologies from the laboratory to the marketplace for the benefit of society and the US economy.

In addition to the Laboratory’s commercialization objectives, LANL is interested in furthering research and development in cyber security technologies in support of its programmatic objectives. Consequently, the Laboratory is also interested in entering into collaborative arrangements with interested parties in support of any resulting license agreement(s). LANL’s strong capabilities in QKD research and development can be leveraged in order to accelerate the commercialization timeline for the selected licensee(s).

Intellectual Property

Patents are pending for both of these technologies. The patent applications will be available for either exclusive or non-exclusive licensing, depending upon LANL’s commercialization strategy and the merits of the commercialization plan(s) selected. Additional details regarding the intellectual property will be provided to interested parties once a Non-Disclosure Agreement has been executed.

Letter of Interest

LANL will select the most qualified licensee(s) through a competitive call for proposals—the Letter of Interest being the first step in that process.

In order to be considered a qualified respondent, your Letter of Interest should include the following information:

- Description of your company and its mission;
- Explanation of the company's interest in the technology and its relevance to the company's goals and product offering(s);
- Demonstrated experience in developing and marketing a technology in this industry;
- Brief description of the company's financial and human resources available for commercializing this technology; and
- Technology your company is interested in, i.e. QES, QKarD or both technologies

This letter must be received by **COB October 15th, 2010**. Letters may be sent to the contact listed below.

LANL Contact

Marcus Lucero
Technology Transfer Division
Los Alamos National Laboratory
P.O. Box 1663, MS C334
Los Alamos, NM 87545
Telephone: 505-665-6569
Fax: 505-665-0154
Email: marcus@lanl.gov

Next Steps

Once LANL has received your Letter of Interest, we will ask that you execute a bilateral Non-Disclosure Agreement (NDA) with the Laboratory. This will need to be executed before LANL can share or receive any proprietary information.

Once the NDA has been executed, LANL will send a Commercialization Plan template to each qualified respondent that previously submitted a Letter of Interest. The package will include details regarding the following time line: 1) submission date for Commercialization Plans; 2) target date for selection of the most qualified licensee(s); and 3) the negotiation and license execution process. Commercialization plans will be held as company proprietary information and no information from one applicant will be shared with any other applicant.

Commercialization Process

- Submit Letter of Interest by September 24th, 2010 to the contact listed above.
- LANL will send a bilateral Non-Disclosure Agreement. Please sign and return to LANL within three (3) weeks of receipt.
- LANL may elect to hold a Commercialization Workshop to give all interested parties the opportunity to ask questions about both the technology, as well as the technology transfer process. If a Commercialization Workshop is not held, detailed information on the technology and technology transfer process will be shared with each respondent individually.
- Submit commercialization plan to LANL.

- Commercialization plans will be reviewed by the LANL selection committee.
- All participants will be notified regarding the LANL selection decision (e.g. whether or not they were selected to proceed into negotiations).
- Selected licensee(s) will negotiate license terms with LANL.

Commercialization Workshop

Depending on the level of response to this Call for Commercialization Plans, LANL may elect to host a Commercialization Workshop (information session) that would be open to any interested, qualified respondent who has executed a Non-Disclosure Agreement with LANL. This information session would provide attendees with technical details, as well as a question and answer session. There would also be an opportunity for brief, individual break-out sessions as part of the Commercialization Workshop.

If LANL does not host a Commercialization Workshop prior to the due date for commercialization plans, then information on both the technology and the technology transfer process will be shared electronically with each respondent.

Licensee Selection Criteria

LANL's License Negotiating Team will select the most qualified licensee(s) based upon each company's Commercialization Plan and how adequately it meets the general selection criteria set forth below, including the technology commercialization strategy detailed therein. Our goal is to select the company(ies) that are most qualified and have the necessary experience and resources to successfully commercialize the technology(ies). Specific evaluation criteria include, but are not limited to:

- Licensing interest, QES or QKarD or both technologies. Exclusive or non-exclusive by specific application;
- Technology commercialization strategy (e.g., in-house manufacturing, partnering with industry leaders, sublicensing, etc.);
- Business and marketing plan;
- Financial resources that will be dedicated to this commercialization project;
- Instrumentation/technical expertise relevant to this technology;
- Management team/product champion; and etc.